



ILLINOIS INTERNATIONAL BUSINESS CALENDAR

The **Illinois International Business Calendar** is a collaborative effort among the International Trade Association of Greater Chicago (ITA/GC), the Illinois Trade Office (ITO) of the Illinois Department of Commerce and Economic Opportunity (DCEO), and the Illinois District Export Council (IDEC), on behalf of the U.S. Export Assistance Center/Chicago (USEAC).

Inclusion Policy: As a public service to the international business community and subject to space availability, we publish a listing of business events for which we receive written notification, preferably by E-mail (info@itagc.org) or by fax (773/725-2294). Any organization may submit events that would be of interest to, **and are open** to the Illinois international business community. All calendar listings are subject to the editor's discretion. Inclusion of an event does not imply endorsement by any of the sponsoring organizations.

New events, and events with additional/revised information, are indicated in Green.

- Jan. 9 ***THE ASIAN DILEMMA FOR U.S. MANUFACTURERS: HOW TO LEVERAGE THE U.S.-SINGAPORE FREE TRADE AGREEMENT.*** Luncheon program sponsored by the: U.S. Export Assistance Center Chicago; Illinois District Export Council; International Trade Association of Greater Chicago. Presentation by **Edwin Khew**, Deputy President, Singapore Manufacturers' Association and Executive Director, Vivendi Universal Asia Pacific. 11:45 a.m. – 2:00 p.m., Rosewood Restaurant, 9421 West Higgins Road, Rosemont, IL. Members of sponsoring organizations - \$35; Non-members - \$45. For information and registration, please call 773/725-1106 or E-mail: rsvp@itagc.org.
- Jan. 12 ***THE CRISIS ON THE KOREAN PENINSULA: ECONOMIC IMPLICATIONS.*** Luncheon and panel discussion sponsored by the: Mid-America Committee of the Chicago Council on Foreign Relations; Korean Economic Institute; World Affairs Councils of America. Presentations by **Joseph A.B. Winder**, President, Korea Economic Institute, and representatives from the U.S. State Department and the Embassy of the Republic of Korea. 11:30 a.m. – 2:00 p.m., The Chicago Club, 81 East Van Buren Street. Members of sponsoring organizations - \$50; Non-members - \$60. For information and registration, please call 312/821-7545 or visit: www.ccfr.org.
- Jan. 14 ***EXPORT TAX SAVINGS AND FINANCIAL RISK ON FOREIGN SALES.*** Seminar sponsored by the International Trade Center, College of DuPage, and Fifth Third Bank. Presentation by **Wes Willson**, Corporate Advisor on Foreign Exchange, Fifth Third Bank, and **Dave Massoth**, Manager, Dugan & Lopatka. 9:00 a.m. – 12:00 p.m., College of DuPage, Open Campus Center Room 128A, 425 Fawell Boulevard, Glen Ellyn, IL. Fee: \$25. For information and registration, please call Corinne Parks at 630/942-3842.
- Jan. 15 - ***HOMELAND SECURITY: LEGAL BRIEFS FOR BUSINESSES.*** Webinar series sponsored by: Baker & McKenzie; Congressional Quarterly Inc.; National Foreign Trade Council. Series of 14 webinars; topics include: *Import Security Issues; Export Security Issues; Homeland Security and Immigration Changes; Money Laundering and the Patriot Act; Trade in Counterfeit and Gray Market Goods and Terrorist Financing; Importing FDA-Regulated Products into the United States Post 9/11.* For information and registration, please visit: www.bakernet.com/ushomelandsecurity.
- July 29

- Jan. 21 **BRAZIL RAILROAD BUSINESS BRIEFING.** Sponsored by the U.S. Trade & Development Agency, a delegation of Brazilian rail and transportation officials will visit Chicago to learn about the integration of private railroads in North America and to examine the technological equipment used to facilitate the integration process. The delegation will be giving a briefing and meeting with local railroad suppliers and officials; one-on-one meetings can be scheduled. 8:30 a.m. – 4:30 p.m., Four Seasons Hotel, 120 East Delaware Place, Chicago. Fee: \$100. For information, registration and to schedule individual appointments, please call Debra Rogers at 312/353-6988 or E-mail: debra.rogers@mail.doc.gov.
- Jan. 21 **CHINESE NEW YEAR DINNER.** Event sponsored by the Hong Kong Business Association of the Midwest. 5:30 – 8:30 p.m., Vong's Thai Kitchen, 6 West Hubbard Street, Chicago. For information and registration, please call 312/726-4515.
- Jan. 22 - **INTERNATIONAL LOGISTICS.** Course presents each mode of international traffic and explains the advantages and disadvantages of each, including details for arriving at the best compromise between cost, reliability, risk and speed. Also addressed: government and financial requirements and the monitoring and control of shipments in progress. Class meets Thursdays, 6:00 – 9:50 p.m., Oakton Community College, 1600 East Golf Road, Des Plaines. For information and registration, please call Bob Matthews at 847/635-1814.
- Apr. 8
- Jan. 26 - **IMPORT AND EXPORT.** Course addresses: import/export marketing strategies, product development and market research, export terms, documentation, procedures, tariff and non-tariff barriers, getting paid or paying for imports or exports, import terms, procedures and U.S. Customs regulations, duties and quotas. Class meets Mondays, 6:00 – 9:50 p.m., Oakton Community College, 1600 East Golf Road, Des Plaines. For information and registration, please call Bob Matthews at 847/635-1814.
- Apr. 12
- Jan. 27 - **DISCOVERING THE KEYS TO COMPETITIVE MANUFACTURING: GLOBAL SUCCESS IN THE 21ST CENTURY.** Five-Part Seminar Series on Global Manufacturing sponsored by the International Trade Club of Chicago and the Tooling & Manufacturing Association in collaboration with the Chicago-Cook Business Center, the Illinois Trade Office and the IIT-Manufacturing Program. Topics include: *Overview of effective global strategies and individual solutions; A scan of global markets, including NAFTA and domestic markets; Details and mechanics of JVs, alliances, and consortia; Outsourcing and its influence on the business model; Developing and executing your action plan - mechanics of a global presence.* 8:00 a.m. – 12:00 p.m., Northwestern University Thorne Auditorium, 710 North Lake Shore Drive, Chicago. ITCC/TMA members - \$300; Non-members - \$400. For information and registration, please visit www.itcc-tma.org or call Aldo Caronia at 312/368-9197.
- Mar. 23
- Jan. 27 **NAFTA LEVEL 1.** Seminar, sponsored by the NAFTA Opportunity Center, Bradley University, covers the basics of how to ensure your products qualify for NAFTA preferential tariff treatment and how to accurately complete NAFTA documentation. Presentation by **John Kolmer**, NAFTA Trade Specialist, International Trade Center/NAFTA Opportunity Center, Bradley University. 1:00 – 5:00 p.m., Bradley University, Student Center, Executive Meeting Room, 915 Elmwood, Peoria, IL. Fee: \$50. For information and registration, please visit www.bradley.edu/turnercenter/events or call 309/677-3631.
- Jan. 27 - **INTRODUCTION TO INTERNATIONAL BUSINESS.** Course offers an overview of current world trade activities, practices, government aids and barriers to trade. Included are: economic, geographic, political and transportation aspects, as well as cultural differences affecting trade. Class meets Tuesdays, 6:30 – 9:45 p.m., Oakton Community College, 1600 East Golf Road, Des Plaines. For information and registration, please call Bob Matthews at 847/635-1814.
- May 4

- Jan. 28 **NAFTA LEVEL 2**. Seminar, sponsored by the NAFTA Opportunity Center, Bradley University, provides advanced training on the more difficult topics within NAFTA qualification, including designation of intermediate materials, accumulation of RVC, and DeMinimis. Presentation by **John Kolmer**, NAFTA Trade Specialist, International Trade Center/NAFTA Opportunity Center, Bradley University. 8:00 a.m. – 12:00 p.m., Bradley University, Student Center, Executive Meeting Room, 915 Elmwood, Peoria, IL. Fee: \$50. For information and registration, please call 309/677-3631 or visit www.bradley.edu/turnercenter/events.
- Jan. 28 **MANUFACTURING IN CANADA: WAITING FOR THE LIGHTS TO GO OFF?** Luncheon program sponsored by the Canadian Club of Chicago. Presentations by **Jayson Myers**, Senior Vice President & Chief Economist, Canadian Manufacturers Association, and **Bruce Braker**, President, Tool & Manufacturing Association, Park Ridge, IL. 11:30 a.m. – 1:30 p.m., Swissôtel Chicago, 323 East Wacker Drive. CCC & TMA Members - \$45; Non-members - \$55. For information and registration, please call 312/750-0600 or E-mail: canadachicago@aol.com.
- Jan. 28 - **INTERNATIONAL BUSINESS COMMUNICATIONS**. Course focuses on intercultural relations, international traders as cosmopolitans, the stereotyped American or foreigner, and comparing and contrasting cultural environments. Also addressed: intercultural communication; international business protocols, customs and etiquette; sources and treatment of culture shock; differences in business styles; hosting international visitors, and development of long-term international business relationships. Class meets Wednesdays, 6:00 – 9:50 p.m., Oakton Community College, 1600 East Golf Road, Des Plaines. For information and registration, call Bob Matthews at 847/635-1814.
- Apr. 7
- Feb. 2 - **INDO-NAFTA CASTINGS MEET**. Conference organized by the Engineering Export Promotion Council of India. Event, held at the Hyatt Regency Kolkata (Calcutta), will provide U.S., Canadian and Mexican delegates with an opportunity to discuss areas of specific business interest with Indian manufacturers. Conference includes the following sectors: sanitary and industrial castings (cast iron, ductile iron, SG, malleable & steel). No fee will be charged for delegates from the NAFTA countries; additionally, boarding and lodging in a 5-star hotel for 3 nights and airport transfers in India will be borne by the organizers. For further information, please call 312/236-2162 or E-mail: eepecchicago@att.net.
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- Feb. 2 **NAFTA AFTER TEN YEARS**. Luncheon program sponsored by The John Marshall Law School Center for International Business and Trade Law. Presentation by **Professor Ralph Folsom**, University of San Diego School of Law. 12:30 – 2:00 p.m., The John Marshall Law School, Room 3-East, 315 South Plymouth Court, Chicago. No fee; advance registration required. For information and registration, call Lisa Aruldoss at 312/360-2659 or E-mail: 7aruldoss@jmls.edu.
- Feb. 26 - **THE SECRETS OF SUCCESSFUL TRADE FINANCING**. Seminar sponsored by the: American Export Training Institute; National City Bank; International Trade Center/NAFTA Opportunity Center, Bradley University. Learn how to: get the most out of Letters of Credit and government resources; offer competitive terms and yet receive payment upon shipment; protect balance sheets from the risks of international trade; identify creditworthy prospects. Presentation by **Chip Thomas**, global trade and banking expert. 8:00 a.m. – 5:00 p.m., Bradley University, Student Center, Executive Meeting Room, 915 Elmwood, Peoria, IL. Fee: \$495 (1 registrant); \$395 (2+ registrants); \$295 (small business). For information and registration, please call 309/677-3075.
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- Feb. 26 **IMPORT SECURITY ISSUES**. Webinar sponsored by: Baker & McKenzie; Congressional Quarterly Inc.; National Foreign Trade Council. 10:00 – 10:45 a.m. (local Chicago time). Presentation by **Stuart Seidel**, Baker & McKenzie, Washington, D.C. and former Assistant Commissioner, U.S. Customs Service. Fee: \$55. For information and registration, please visit: www.bakernet.com/ushomelandsecurity.

- Mar. 6 - **TRADE & INVESTMENT MISSION TO CASABLANCA, MOROCCO.** Mission led by the Casablanca
13 Committee of Chicago Sister Cities International, in collaboration with the U.S. Department of Commerce and the U.S. Consulate in Casablanca. Mission focus is to expand and enhance commercial ties between the Kingdom of Morocco and the greater Chicago business community in light of the impending Free Trade Agreement between the U.S. and Morocco. For information and registration, please call Thelma Young at 312/353-5097 or E-mail: thelma.young@mail.doc.gov.
- Mar. 22 - **CAFTA MARKETPLACE.** The Illinois Trade Office of the Illinois Department of Commerce &
Apr. 1 Economic Opportunity is pleased to announce an excellent marketing opportunity for Illinois companies in Central America. CAFTA Marketplace is a catalog exhibition, sponsored by the U.S. Department of Commerce, which will take place in Guatemala, El Salvador, Nicaragua, Honduras and Costa Rica. The Illinois Trade Office will exhibit catalogs from participating companies and screen local agents, distributors, joint-venture partners and licensees. For information, please call Mary Anne B. Rogerio at 312/814-2089 or E-mail: maryanne_rogerio@commerce.state.il.us.
- Mar. 18 **EXPORT SECURITY ISSUES.** Webinar sponsored by: Baker & McKenzie; Congressional Quarterly Inc.; National Foreign Trade Council. 10:00 – 10:45 a.m. (local Chicago time). Presentations by **Edward Dyson** and **Janet Kim**, Baker & McKenzie, Washington, D.C. Fee: \$55. For information and registration, please visit: www.bakernet.com/ushomelandsecurity.
- Mar. 29 - **ENVIRONMENTAL TECHNOLOGIES TRADE MISSION TO MALAYSIA, THAILAND &**
Apr. 6 **VIETNAM.** Mission, sponsored and organized by the U.S. Department of Commerce's Office of Environmental Technologies, is open to U.S. firms in all environmental sectors, with special focus on: air pollution; water/wastewater treatment; waste management/recycling; contaminated soil remediation. Fee: \$2,950, exclusive of air fare and lodging. For information, please call Yvonne Jackson at 202/482-2675 or E-mail: yvonne.jackson@mail.doc.gov.
- Apr. 8 **HOMELAND SECURITY AND IMMIGRATION CHANGES.** Webinar sponsored by: Baker & McKenzie; Congressional Quarterly Inc.; National Foreign Trade Council. 10:00 – 10:45 a.m. (local Chicago time). Presentations by **Elise Healy**, Baker & McKenzie, Dallas, TX, and **Bill Reinsch**, National Foreign Trade Council. Fee: \$55. For information and registration, please visit: www.bakernet.com/ushomelandsecurity.
- June 17 **MONEY LAUNDERING AND THE PATRIOT ACT.** Webinar sponsored by: Baker & McKenzie; Congressional Quarterly Inc.; National Foreign Trade Council. 10:00 – 10:45 a.m. (local Chicago time). Presentation by **Carrie Di Santo**, Baker & McKenzie, Chicago, IL. Fee: \$55. For information and registration, please visit: www.bakernet.com/ushomelandsecurity.
- July 15 **TRADE IN COUNTERFEIT AND GRAY MARKET GOODS AND TERRORIST FINANCING.** Webinar sponsored by: Baker & McKenzie; Congressional Quarterly Inc.; National Foreign Trade Council. 10:00 – 10:45 a.m. (local Chicago time). Presentation by **Kevin O'Brien**, Baker & McKenzie, Washington, D.C. Fee: \$55. For information and registration, please visit: www.bakernet.com/ushomelandsecurity.
- July 29 **IMPORTING FDA-REGULATED PRODUCTS INTO THE UNITED STATES POST 9/11.** Webinar sponsored by: Baker & McKenzie; Congressional Quarterly Inc.; National Foreign Trade Council. 10:00 – 10:45 a.m. (local Chicago time). Presentation by **Michael E. ("Ted") Murphy**, Baker & McKenzie, Washington, D.C. Fee: \$55. For information and registration, please visit: www.bakernet.com/ushomelandsecurity.

About the Sponsoring Organizations...

Founded in December 1977, **The International Trade Association of Greater Chicago (ITA/GC)** was incorporated in January 1979 as an Illinois not-for-profit, voluntary business association dedicated to furthering

international trade by providing a forum for the exchange of practical information within the international business community. Annual membership dues are: Individual - \$150; Consular/Diplomatic - \$75 (up to 3 members); Academic/Faculty - \$200 (up to 8 designated faculty members); Student from a participating academic institution - \$25; Regular student - \$50; Associate/Non-resident (more than 150 miles from O'Hare International Airport) - \$50; Retired/Job Transition - \$50; Corporate (up to 8 designated members) - \$300. For a Membership Application, please call 773/725-1106 or e-mail: info@itagc.org

The **Illinois Trade Office (ITO) of the Illinois Department of Commerce and Economic Opportunity (DCEO)** is the State of Illinois' lead international advocate in promoting job retention and creation in Illinois through International Trade and Investment. The ITO motto of offering assistance to the business community by being "State Focused – Globally Connected" is accomplished through a three-tier international network consisting of: International Trade/NAFTA Opportunity Centers regionally located throughout Illinois to provide local export training; Statewide counseling and assistance provided through the ITO Chicago headquarters' staff and foreign State of Illinois Regional Trade Offices providing in-country assistance for Illinois businesses. To contact the ITO of DCEO, please call 312/814-2828 or e-mail: info@illinoistrade.org

The **U.S. Export Assistance Center Chicago** is part of the Commercial Service of the U.S. Department of Commerce and is committed to assisting U.S. firms in realizing their export potential. We do this by providing expert counseling and advice, information on markets abroad, international contacts and advocacy services. In Chicago and around the world, the 1,400 men and women of the Commercial Service promote and protect U.S. business interests abroad. The Export Assistance Centers throughout the United States offer a full range of export programs and services under one roof. Here in Chicago, we are co-located with the Small Business Administration and the U.S. Export-Import Bank to provide export financing assistance to companies in Illinois and throughout the Midwest, and also the U.S. AID Global Technology Network. To contact the U.S. Export Assistance Center, please call 312/353-8040.

Comprised of 28 volunteers appointed by the U.S. Secretary of Commerce, the **Illinois District Export Council** supports, assists and advises the U.S. Export Assistance Center Chicago in its mission to increase the exports of the United States. For further information, please e-mail: info@illinoisdec.org